RAISBECK PERFORMANCE SYSTEMS
FOR 31/35/36 MODEL LEARJETS

2010 POCKET REFERENCE

Learjet Model 31

Learjet Model 35/36

Learjet Model 60

NEW LEARJET 60 AFT FUSELAGE LOCKER COMING SOON!

2010 EDITION
# Directory

<table>
<thead>
<tr>
<th>Section</th>
<th>Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>A Message James D. Raisbeck, Founder and C.E.O.</td>
<td>1</td>
</tr>
<tr>
<td>A Message Sam L. Jantzen, Jr., C.O.O.</td>
<td>3</td>
</tr>
<tr>
<td>ZR LITE Drag Reduction Performance Systems for the Learjet 30 Series</td>
<td>4</td>
</tr>
<tr>
<td>Aft Fuselage Locker for the Learjet 30 Series</td>
<td>4</td>
</tr>
<tr>
<td>Pocket Reference Description</td>
<td>5</td>
</tr>
<tr>
<td>ZR LITE Performance System for 35/36 Learjets</td>
<td>6-9</td>
</tr>
<tr>
<td>ZR LITE Performance System for 31 Learjets</td>
<td>10-13</td>
</tr>
<tr>
<td>Aft Fuselage Locker for 60 Learjets</td>
<td>16-17</td>
</tr>
<tr>
<td>Aft Fuselage Locker for 31/35/36 Learjets</td>
<td>18-20</td>
</tr>
<tr>
<td>2010 Pricing</td>
<td>21</td>
</tr>
<tr>
<td>Customer Testimonials – ZR LITE Performance System</td>
<td>22</td>
</tr>
<tr>
<td>Customer Testimonials – Aft Fuselage Locker</td>
<td>23</td>
</tr>
<tr>
<td>Raisbeck Authorized Dealers</td>
<td>24-25</td>
</tr>
<tr>
<td>Additional Resources</td>
<td>26-27</td>
</tr>
<tr>
<td>Raisbeck Team</td>
<td>28-29</td>
</tr>
<tr>
<td>Contact Information</td>
<td>Back Cover</td>
</tr>
</tbody>
</table>
Raisbeck Engineering and our engineers have been developing systems for the Learjet family since 1971, and continue to do so today. This is perhaps the longest continuous stretch of engineering dedicated to the Learjet family outside the factory, with unwavering leadership and goals, and with consistently positive results and happy customers.

It was in 1971 that we began our work on the Learjet 20-series, culminating in the Mark II Wing System for the Learjet 23, 24 and 25. Reduced takeoff and approach speeds with much better low-speed handling characteristics were the results. Cruise drag was also reduced, helping the overall range and operating costs.

As asked to perform a similar treatment in 1979 on the Learjet 35/36, Raisbeck’s engineers developed the Mark IV Wing System, which also reduced the approach speeds, increased the level of operating safety, and also reduced the cruise drag.

Both systems were adopted by the Learjet factory, in the form of the Century III Wing and its SoftFlite addition, standard on the Learjet production line since the late ’70s.

With the addition of the Raisbeck Aft Fuselage Locker for both the models 31 and 35/36 in the mid-90s, another contribution was chalked up to the benefit of the operators of these fine aircraft. More baggage space, less airplane drag. Bombardier/Learjet chose to make these lockers standard equipment on the Learjet 31 line beginning with S/N 31-122.

Then came our drag-reducing, performance-increasing Raisbeck ZR LITE Wing System for both the 31 and the 35/36 models, giving operators an 11% to 16% savings in block fuel. Introduced in 2005, these systems came just in time to meet the skyrocketing fuel prices head-on.

Now, we at Raisbeck Engineering are completing development and certification of our Lear 60 Aft Fuselage Locker: nearly 30 cubic feet of additional baggage space, AND more drag reduction at the same time. Certification and first production deliveries are expected late this year or early 2011. We are thrilled to be working hand-in-hand with Bombardier/Learjet on this program, to the joint benefit of everyone, most of all the Learjet 60 operator.

40 years – That’s a long time for one company to dedicate itself and its people to improving the performance and productivity of the Learjet family. And it will no doubt continue for a long time to come.
**ZR LITE Performance System for 35/36 Learjets**

**ZR LITE Performance System for 31 Learjets**

**Aft Fuselage Locker for 31/35/36 Learjets**

**Aft Fuselage Locker for 60 Learjets – In Development**
The Raisbeck ZR LITE Drag Reduction System was four years in engineering development and hundreds of hours in flight test. It was all well worth it. The owners and operators have been delighted with the performance of ZR LITE ever since the first installation in May of 2005. The Learjet models 35/36 and 31 with Raisbeck ZR LITE will climb quicker, fly higher without a step-climb, and cruise faster. Learjets with ZR LITE installed will travel farther, descend more quickly and operate out of what would be limiting airports for the basic Learjet. It is a real performer!

ZR LITE is also truly the essence of excellence in engineering. There are few achievements in engineering that hit an out-of-the-park home run. There are fewer still that provide such a tremendous performance boost while providing the owner with an ROI that is better than anything you can imagine, and it does that hour after hour and year after year. That is correct: an ROI on an aircraft performance system!

There is no doubt that the owners of ZR LITE equipped aircraft have experienced the benefits that this truly unique and amazing Raisbeck Performance System brings to their flight operations. Please take a few minutes and read some of the testimonials on pages 22 and 23.

For example, Barry Woods says in part, “We climbed to 41,000 feet, while our basic Lear would have had to stop at 37,000 feet, and we were 40 knots faster.”

Now, that is outstanding performance!

Sanjay Sharma says in part, “We installed it for fuel savings and increased operational flexibility and an almost unbelievable return on investment. The system will pay for itself in just under two years in fuel savings.”

Now, that is an outstanding investment!

Never before has there been such a magnificent blend of beauty, performance and efficiency in an aircraft performance system.

Sam L. Jantzen Jr.
Chief Operating Officer

Improving aircraft performance is one thing but to reap the financial benefits of a fantastic return on investment that is 50 percent when you fly as Sanjay does, he describes it best when he says ZR LITE is “almost unbelievable.”

Owners and operators in the United States, Canada, Europe, Africa and Asia are among those who made the decision to install ZR LITE on their Learjet, enjoy the performance improvements, and receive such a high return on their investment.

ZR LITE is better than any kind of investment that we know of. And, it keeps returning and returning. ZR LITE pays off every hour you fly, every time you fly. Give us a call and see just how soon you can join this high performance investment group.

www.raisbeck.com
ZRLITE Drag Reduction Performance Systems for the Learjet 30 Series

Raisbeck’s ZRLITE Performance Systems provide significantly enhanced performance benefits for Learjet 31, 35, and 36 models, while providing the highest return on investment available for the owner and operator.

Raisbeck’s ZRLITE Performance Systems were developed through extensive FAA certification flight test programs. The overall program was in development for more than four years, and almost 600 flight test hours were flown to optimize and prove each element. The Raisbeck Engineering ZRLITE System is FAA-approved and has been in trouble-free service for more than four years.

More than 100 Learjet 30 series have now been equipped with Raisbeck’s ZRLITE, and the list grows every day. Please contact us if you would like to speak to a satisfied ZRLITE operator and we will provide you with our extensive owner’s list. Contact us at sales@raisbeck.com.

Aft Fuselage Locker for the Learjet 30 Series
(Coming soon: Learjet 60 Aft Fuselage Locker)

The Raisbeck Aft Fuselage Locker, available for Learjet 31/35/36 (and currently in development for the Learjet 60!), returns your cabin to your passengers without leaving anything behind. The Aft Fuselage Locker provides expanded storage, and in combination with the ZRLITE System, it creates an aerodynamic synergy that further enhances drag reduction on the Learjet aircraft. The Aft Fuselage Locker moves the aircraft Center of Gravity (CG) aft, reducing trim drag. The majority of Learjet 31 owners and many 35/36 owners have installed the locker. The Raisbeck Aft Fuselage Locker for Learjet 31 models became factory standard equipment during production.
How to use this pocket reference

Our pocket reference is designed to give both our customers and Authorized Dealers a convenient, comprehensive overview of our performance systems available for all Learjet models 31, 35 and 36, and currently in development for the Learjet 60.

We are happy to provide customized performance numbers for your individual aircraft, upon request.

When in doubt:
www.raisbeck.com
206-723-2000
sales@raisbeck.com

With thousands of systems installed since 1982, accumulating millions of flight hours in service, Raisbeck Engineering has yet to be issued its first Airworthiness Directive or FAA-Mandatory Service Bulletin.
ZR LITE is the only way for your Learjet 35/36 to fly higher, faster and farther from more airports. You will consistently save a bare minimum of 5% on fuel at normal cruise and up to 14% or more if you take advantage of your Learjet’s new climb and cruise capability!
ZR LITE Performance System for Model 35/36 Learjets

Raisbeck’s ZR LITE Performance System was designed by Raisbeck Engineering to enhance the takeoff, climb, cruise and descent performance of Learjet model 35 and 36 aircraft. Our ZR LITE Technology utilizes state-of-the-art components which have been specifically engineered and designed to reduce wave, pressure, interference and induced drag that are aerodynamically imposed upon the aircraft.

ZR LITE is fully compatible and certified with all Avcon Industry systems. Also certified with all RVSM systems.

ZR LITE CRUISE BENEFITS

- 25% less time-to-climb
- 3000-4000 feet higher initial cruise altitude
- .02+ increase in cruise Mach at equal power settings
- 1% decrease in $N_1$ and 15° ITT reduction at equal Mach
- Consistently save a bare minimum of 5% in fuel at equal altitudes and Mach and up to 14% or more by taking advantage of new altitude capabilities
- 5-15% increase in range

ZR LITE TAKEOFF BENEFITS

- New flaps 14° for takeoff
- Slower V-speeds with flaps 14°
- Second segment climb performance of flaps 8°
- Opens up many smaller airports
- Carry more payload/fuel from “limiting” airports
- Extra fuel load adds even more to extended range

ZR LITE DESCENT BENEFITS

- The allowable descent speed has been increased by 25% with a new 250 knot flaps 8° placard
- Better initial descent and approach control
ZR LITE Performance System for Model 35/36 Learjets*

ZR LITE FLAPS 14° TAKEOFF BENEFIT – EXAMPLE: Aspen, Colo. (ASE)

Field Elevation 7,815 ft  Runway Length 7,004 ft

**Conclusion for Aspen:**

<table>
<thead>
<tr>
<th>Flap Setting</th>
<th>MTOW</th>
</tr>
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<tbody>
<tr>
<td>ZR LITE 14°</td>
<td>15,728 lbs</td>
</tr>
<tr>
<td>Factory Flaps 20°</td>
<td>15,060 lbs</td>
</tr>
<tr>
<td>Flaps 8°</td>
<td>15,140 lbs</td>
</tr>
<tr>
<td>ZR LITE Benefit</td>
<td>+588 lbs</td>
</tr>
</tbody>
</table>

ZR LITE PAYLOAD/RANGE BENEFIT

*Similar performance data is available for aircraft equipped with Avcon’s GWI to 19,600 lbs. Please contact the Raisbeck Team with inquiries at sales@raisbeck.com.*
**ZR LITE Performance System for Model 35/36 Learjets**

**30-50% RETURN ON INVESTMENT – EVERY YEAR!**

At 500 hours per year and $5 per gallon, fuel savings are at least $40,000 annually!

**ZR LITE SPECIFIC RANGE BENEFIT**

15,000 lbs, Zero Wind, ISA

Conclusion: Pay back 30-50% of your initial investment every year.

Conclusion: ZR LITE significantly improves Specific Range at any altitude and airspeed.
**ZR LITE Performance System for Model 31 Learjets**

Raisbeck’s ZR LITE is the only way for your Learjet 31/31A to fly higher, faster and farther, and consistently save as much as 8-14% or more in fuel!

The main element of the ZR LITE Performance System for Model 31/31A Learjets is a re-contoured trailing edge flap system with an extended chord that dramatically reduces the wave drag that exists in the surrounding area of the aircraft.

The flap itself is uniquely tailored from fuselage-side to the outboard extremity, so as to minimize local Mach numbers at the venturi formed by the wing/fuselage/ pylons/engine nacelle juncture. This conditions the over-wing air and delays the onset of performance-robbing, high-Mach drag rise at the juncture.

The ZR LITE Performance System was designed by Raisbeck Engineering to enhance the takeoff, climb, cruise and descent performance of Learjet model 31/31A aircraft.

The advanced ZR LITE components combine with the existing forward flap spar, and utilizes factory-installed flap tracks, supports, actuators and switches. The design does not require any additional maintenance requirements over OEM’s scheduled inspections. Installation requires minimal downtime.
ZR LITE BENEFITS FOR MODEL 31 LEARJETS

- As much as 14% or more in fuel savings:
  - 7.2% improvement due to ZR LITE drag reduction technology
  - 4.3% more savings for every 2000 ft of additional altitude gained
- 2000-4000 ft increase in initial cruise altitude (reach high altitude without losing Mach)
- .02+ increase in cruise Mach at equal power settings
- 7% or more increase in range
- 1% decrease in N₁ and 15° ITT reduction at equal Mach
- Reduction in time-to-climb
- Improved second-segment climb performance
- Quieter cabin – less air separation noise
- Turn some one-stops into nonstops
- Minimal weight increase at 12 lbs

ZR LITE RETURN ON INVESTMENT

- 30-40% annual return on investment (please see charts on pp 11-12)
- Appreciation in aircraft and resale value
- Broad industry appeal

ZR LITE RANGE PERFORMANCE vs FACTORY 31A AND FACTORY 31A WITH EXTENDED RANGE (ER) TANKS

11,100 lb BOW, 1000 lb Payload, Airport Elevation 1000 ft, Runway Length 5000 ft
Note: Max range based on high speed cruise power setting at ISA with 25kt headwind

Conclusion: Raisbeck’s ZR LITE equipped Lear 31A with standard tanks outperforms the factory 31A with ER tanks at hotter OATs, by as much as 14% and has nearly 95% of the ER range at all other temperatures.
**ZR LITE Performance System for Model 31 Learjets**

**SAVE FUEL AND GO FASTER**

<table>
<thead>
<tr>
<th>Mach Cruise Number</th>
<th>Fuel Savings ~ %</th>
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</thead>
<tbody>
<tr>
<td>0.76</td>
<td>0%</td>
</tr>
<tr>
<td>0.77</td>
<td>1%</td>
</tr>
<tr>
<td>0.78</td>
<td>2%</td>
</tr>
<tr>
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<td>9%</td>
</tr>
<tr>
<td>0.80</td>
<td>10%</td>
</tr>
<tr>
<td>0.81</td>
<td>11%</td>
</tr>
<tr>
<td>0.76</td>
<td>12%</td>
</tr>
</tbody>
</table>

**Conclusion:** At the same altitude and .78 Mach cruise, fuel flow is reduced 7%.

**INCREASED OPERATIONAL FLEXIBILITY**

*Fly at least 2,000-4,000 ft higher with the same time-to-climb and cruise Mach.*
**ZR LITE Performance System for Model 31 Learjets**

**30-50% RETURN ON INVESTMENT – EVERY YEAR!**

![Graph showing fuel savings vs. annual hours flown.](image)

- **$54,711/yr with increased altitude**
- **$34,254/yr at same altitude**

**Conclusion:** Pay back 30-50% of your initial investment every year.

At 500 hours per year and $5 per gallon, fuel savings are at least $40,000 annually!

**ADDITIONAL FUEL SAVINGS FROM HIGHER REACHABLE CRUISE ALTITUDES**

![Graph showing altitude increase and fuel flow decrease.](image)

Each 1,000-foot increase equal .78 Mach reduces fuel flow 2%.

www.raisbeck.com
Raisbeck ZR LITE and Aft Fuselage Locker

The only solution for performance enhancement in your Learjet 31/35/36.

(Raisbeck Aft Fuselage Locker for Learjet 60 in development)
Raisbeck ZR Lite
and Aft Fuselage Locker

... and the only solution for performance... and the only solution for space in your Learjet 31/35/36 (Raisbeck Aft Fuselage Locker for Learjet 60 in development)
EXTRA BAGGAGE SPACE – 25 CUBIC FEET!
Raisbeck’s 60 Aft Fuselage Locker provides nearly 30 cubic feet of waterproof space outside the cabin, with the capacity to hold an additional 300 lbs of luggage and cargo!

SLEEK, AERODYNAMIC DESIGN!
“Our aircraft just doesn’t look right anymore without the Raisbeck locker installed.”
– John Marc Swedburg, Executive Flight Flight test co-pilot of 60-047, the flight test aircraft

MORE — PAYLOAD/RANGE FLEXIBILITY!
By removing the CG restriction, Raisbeck’s 60 Aft Locker will allow you to fully utilize the range of your Learjet 60. Take off with full fuel and arrive at your destination ahead of schedule by eliminating a stop along the way.

“Our Lear 60 will be able to accommodate four passengers without aft ballast. Also, our range and payload will no longer be compromised.”
– Don Harder, C.O.O. and Pilot, Executive Flight, 60-047

ABSOLUTELY ZERO PERFORMANCE LOSS!
Our locker is aerodynamically designed to have no adverse effect on the performance of your aircraft, whether during takeoff, landing or in flight.
CERTIFICATION TEST FLIGHT COMPLETED OCTOBER 2009
Lear 60-047 takes off on its certification test flight (photo above) from Pangborn Memorial Airport (EAT) in Wenatchee, Wash.

THE RAISBECK/BOMBARDIER LEARJET TEAM
We are pleased to be associated with Bombardier toward the development and certification of the Raisbeck 60 Aft Locker. The locker will be available at all Bombardier Aircraft Services locations worldwide.

NEW — CONVENIENT LOADING FLEXIBILITY!
The Raisbeck 60 Aft Locker balances the CG so you no longer have to compromise your trips.

EASE OF LOADING BAGGAGE!
Positioned directly on the lower aft portion of the aircraft fuselage, enjoy easy access when loading and unloading baggage and cargo.

CARRY OVERSIZE ITEMS COMFORTABLY!
It’s not a matter of choosing what to take and not having space anymore. Raisbeck’s Aft Fuselage Locker will accommodate oversized golf bags, large luggage, and bulky medical equipment—all outside the cabin so your passengers’ comfort isn’t compromised.

NO ADDED MAINTENANCE!
Raisbeck has been involved in the Learjet business for decades, and understands the need to keep maintenance and downtime to a minimum.

www.raisbeck.com
Aft Fuselage Locker for Model 31/35/36 Learjets

Expanded Capability, Broader Flexibility, Improved Performance

The Raisbeck Aft Fuselage Locker returns your cabin space to your passengers by carrying a wide variety of business equipment such as tripods and transits, architectural drawings, and meeting materials. On top of all that, your garment bags lie flat so your clothes never arrive wrinkled.

The spacious locker is almost eight feet long by two feet wide, and its 300 pound capacity enables you to carry seven pairs of skis and poles, golf bags, or hunting and fishing equipment.

You never have to compromise main cabin space again or ship equipment in advance. Now you can carry it all with you — safely, securely and legally in the watertight compartment.

There has never been a better combination of space utility, aircraft performance and savings combined in any aeronautical engineering achievement. The ZR LITE Performance System takes you higher, faster and farther while saving fuel. Combine this with the Aft Fuselage Locker, and your passengers will enjoy a clean and unobstructed cabin because baggage space is provided.
The Raisbeck Aft Fuselage Locker returns your cabin space to your passengers by carrying a wide variety of business equipment such as tripods and transits, architectural drawings, and meeting materials. On top of all that, your garment bags lie flat so your clothes never arrive wrinkled.

The spacious locker is almost eight feet long by two feet wide, and its 300 pound capacity enables you to carry seven pairs of skis and poles, golf bags, or hunting and fishing equipment. You never have to compromise main cabin space again or ship equipment in advance. Now you can carry it all with you — safely, securely and legally in the watertight compartment.

The external locker is an especially valuable asset on multiple-stop trips, making it possible to load and unload luggage without having passengers deplane to load the additional bags.

Loading and unloading are extremely easy, since the locker deploys sideways at waist height. Even fully loaded at the maximum capacity of 300 lbs, the locker glides smoothly with minimal effort. The addition of the locker moves the Center of Gravity (CG) farther aft along the aircraft longitude axis. This aft movement of CG results in less nose-up trim, reducing drag.

Combined with ZR LITE, the drag-reducing Aft Fuselage Locker contributes to synergistic performance improvements and fuel savings.

There has never been a better combination of space utility, aircraft performance and savings combined in any aeronautical engineering achievement. The ZR LITE Performance System takes you higher, faster and farther while saving fuel. Combine this with the Aft Fuselage Locker, and your passengers will enjoy a clean and unobstructed cabin because baggage space is provided in the external Aft of the aircraft—a locker that has been so well thought out and designed that it fits neatly into the contours of the aft fuselage.

Both the ZR LITE and Aft Fuselage Locker work synergistically with each other to provide maximum performance.
Aft Fuselage Locker for Model 31/35/36 Learjets

EXPANDED STORAGE FOR OVERSIZE CARGO

AFT FUSELAGE LOCKER BENEFITS

- Improved stability — less Dutch roll
- Greater CG Control — reduces trim drag (= fuel savings)
- Limits wear and tear on interior
- Holds up to 300 lbs of luggage
- Locker deploys at waist height for easy access
- Load and unload luggage without having passengers deplane to load the additional bags
- Watertight compartment
## Pricing

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<td>—</td>
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<td>115 hrs</td>
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<td>LAFL/ZR LITE Combination</td>
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<td>$23,213</td>
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<th>Install</th>
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<td>150 hrs</td>
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<td>ZR LITE Performance System</td>
<td>$122,710</td>
<td>—</td>
<td>180 hrs</td>
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<tr>
<td>LAFL/ZR LITE Combination</td>
<td>$208,564</td>
<td>$28,440</td>
<td>330 hrs</td>
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## Pricing Notes

1) Cost of shipping, installation and paint are not included in basic pricing.

2) Installation times are estimates based on dealer information.
Customer Testimonials

**ZR LITE PERFORMANCE SYSTEM**

“I fell in love with it [ZR LITE] from day one. We installed it for the fuel savings, but are also benefiting from increased operational flexibility, as well as an almost unbelievable return on our investment! The system will pay for itself in just under two years in fuel savings alone.

“I’m able to take on more fuel, and it’s opened up a few more fields for us. We take trips we would not even consider in the basic aircraft. Now, with ZR LITE on our little rocket ship, I don’t even think twice about them.”

Sanjeev Sharma, 35A-358

“After one year on our company’s Lear 35 we know the added safety is well worth the investment. Progressive flight departments can take note. This performance is not a cost, this system pays for itself with fuel savings and the real kicker on top of that is the added resale value to the aircraft. Speaking to other ZR LITE pilots reinforces the facts we have found. The Lear 35 is 10% to 14% more fuel efficient whether the trip being long or short. Because of Raisbeck, owners now have more faith in performance package payback. Again, it is better than what we saw advertised. Take note, I have been with this Lear 35-402 for 14 years, I know the numbers and now with the ZR LITE the numbers are much better.”

Jerry Frey, 35A-402

“Skyservice flies all over the world. Raisbeck’s ZR LITE and Aft Fuselage Locker enable us to add more missions and utilize only one crew on transoceanic flights. Our fuel savings average at least 7 to 10 percent. Our medical teams love that the locker enables us to carry patient luggage and medical supplies outside the cabin, increasing comfort and safety.”

Pat Renaud, Chief Pilot, Skyservice Air Ambulance, 35A-390

“On our last flight we climbed to 41,000 feet. In the basic Learjet, we would have had to stop at 37,000 feet. And then it was 40 knots faster in cruise. The best way to appreciate the ZR LITE advantage is fly one without it.”

Barry Woods, 35-634
Customer Testimonials

AFT FUSELAGE LOCKER

“Our medical teams really love the locker because we can carry patient luggage and medical supplies outside the cabin. That greatly increases patient comfort and safety, and we have more room to assist them.”

Pat Renaud, Chief Pilot, Skyservice Air Ambulance, 35A-390

“I am delighted with the beautiful baggage compartment. [With ZR LITE] this is, without question, the best airplane with your modification that money can buy for long range travel.”

C.R.G. Hellinger, 36A-055

“We had the locker installed when we bought the Learjet. It’s the smartest move the boss has made in ten years. It not only gives us a place to store excess baggage, it has helped tremendously controlling the CG. Most important, we’re able to return the interior of the aircraft to the owner.”

Bill Brooks, Rusty Wallace, Inc., 31A-038

“The Raisbeck locker has enhanced our charter program. It has given us ways to carry longer items such as oversize equipment, skis, golf bags legally with passengers to their destinations and not have to ship them. They’re absolutely fantastic.”

Gary Clason, Business Jet Solutions, 31-171
Authorized Dealers/Installation Centers

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Neurnberg, Germany  
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Greensboro, North Carolina  
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Avcon Industries  
Newton, Kansas  
Marcus Abendroth, (316) 284-2842

Banyan Air Service  
Ft. Lauderdale, Florida  
Paul Rose, (954) 849-2916

Bombardier Aircraft Services  
Central Representative  
Eric Petersen, (509) 954-1432

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Western Representative  
David Hutchison, (520) 730-6417

Duncan Aviation  
Lincoln, Nebraska  
Brad Lennemann, (800) 228-4277

Executive Flight  
East Wenatchee, Washington  
Tim Thompson, (509) 884-1545

Haggan Aviation  
Englewood, Colorado  
Jeff Graser, (303) 888-6911

Lider Aviação  
Belo Horizonte, Brazil  
Josè Freitas, 55 (31) 3490-4500

Stevens Aviation  
Greenville, South Carolina  
Scott Kaczor, (561) 744-9971

West Star Aviation  
Grand Junction, Colorado  
Emily Mason, (970) 261-1308

South America

BRAZIL
Continental U.S.A.

Europe

www.raisbeck.com
Additional Resources

Website: www.raisbeck.com

Our website will answer most of your questions about Raisbeck products. You can order flight manuals and other documents online, and browse, download and print many of them in PDF format free of charge.

Brochures

We offer a variety of brochures that provide in-depth information about Raisbeck’s ZR LITE Performance Systems and their amazing benefits, features and return on investment.

System Summaries

ZR LITE System Summaries are designed to be elegant enough for display in an executive office or home, yet provide valuable information about the ZR LITE Performance System — why it was developed, how it works, the proven benefits it delivers, and where you can have it installed.

Raisbeck Products Owners List

This growing list quickly allows you to see all the Raisbeck-equipped Learjets in the fleet. Numerous operators are now enjoying the many benefits of Raisbeck products.
Additional Resources

Learjet Performance Systems DVD & CD
The DVD shows all of Raisbeck’s Performance Systems for Learjets in action, and explains the technology and its many benefits to your operation. The CD includes a Fuel Savings Calculator that lets you estimate fuel savings based on your typical missions and find out how quickly ZR LITE will pay for itself and start putting money in the bank year after year.

ZR LITE Cruise Tables
ZR LITE cruise tables give you a more accurate way to calculate fuel savings for your flight planning. The table variables include specific range values, Mach, airspeed and fuel flow. The altitudes associated with the maximum specific range for a given gross weight and temperatures are highlighted with a bold outline for quick reference.

RADIAL Newsletter
The Raisbeck Learjet Newsletter, RADIAL, is published monthly to expand our dealers’ knowledge of Raisbeck products, identify new business opportunities, and hear pilots talk about their experiences with ZR LITE and the Aft Fuselage Locker.

The Raisbeck Team
The Raisbeck Team maintains an unswerving focus on our customers and dealers and their needs. We’re here to help you with any questions you may have, from pre-purchase research to installation and maintenance.

www.raisbeck.com
Raisbeck Team

Tobin Shackelford
Sales Manager, Learjet & Special Missions
A high time pilot in King Air aircraft, and experienced with the Learjet 30 series, Tobin stands ready to assist you with all of our Raisbeck Performance Systems. He has his eye on all special mission projects, and works closely with all of Raisbeck’s dealers and customers. Joining the team in 2010, he is a recent and welcomed addition.

Scott Keefe
Sales Manager for King Air Performance Systems
Scott is an expert on our King Air Performance Systems, and is responsible for many national and international sales. He works closely with our Raisbeck Authorized Dealer network, and can be counted on for outstanding service at all times. His dedication to our customers and knowledge of the industry make him an invaluable part of the team.

Bill Lally
Director of Customer Support
Bill plays an integral part in our service team, and comes to Raisbeck with over three decades of experience in the aviation industry. Bill utilizes his technical background and interpersonal skills in his position and does an outstanding job. He oversees Customer Support, Warranty, Technical Issue Trends, Special Projects and Field Installation Training. His dedication to our customer and dealers needs has not gone unnoticed and is a unique asset.

Anne Lockemy
Manager, Advertising/PR
Anne joined Raisbeck in 2007 after receiving her BA in Communications from Pacific Lutheran University in Tacoma, Wash. Her creativity and motivation keep our materials fresh and helpful for explaining our systems to customers and dealers. She manages all press relations and supports dealer development in all domestic and international regions.

Taisha Fernandez
Business and Sales Analyst
Raisbeck Team

J. Patrick "Pat" Harty
Chief Financial Officer

Pat is responsible for all financial contracts and expenditures for the company and oversees Raisbeck’s business activities. A licensed CPA with over 30 years experience, Pat has an extensive business management resumé that ranges from small entrepreneurships to large aerospace companies such as Pratt & Whitney.

Tyler Chase
Vice-President, Operations

One of Raisbeck’s longest-tenured employees, Tyler oversees all quality control, quality assurance, document control, IT, facilities and PMA functions within the company. He is a Raisbeck liaison with the FAA. Since 1992, Tyler has been involved in shipping, receiving and purchasing; research and development; flight testing; national trade shows; and establishing initial relationships and contracts with vendors.

Aaron Jo-Nes
Technical Support Manager

Aaron spent many years as an aircraft technician and is extremely up to date on technical issues. He regularly is out in the field for installations and works hard solving any technical issue. He has a great personality that shines through all of his interactions. We are grateful to have him as part of our customer service team.

Michael Plotke
Document Control Manager

Michael joined Raisbeck in May, 2008, and provides insight and direction to document control applications. He manages all technical documents on our Web site, www.raisbeck.com, and updates them efficiently. His technical experience and customer service skills make him a perfect fit for our customers needs, and he welcomes any calls relating to document control.

Donna Abbott
Executive Assistant

Donna is a valuable member of the team and has been with Raisbeck for nearly ten years. Aside from coordinating marketing activities and travel for the Raisbeck team, she keeps the office in good spirits by assisting James Raisbeck and Sam Jantzen as their Executive Assistant. She assists with all sales and marketing activities, and Raisbeck’s Team is grateful for everything Donna does.

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